

ZONING & REGULATORY

Q: Have the properties been vetted by the Historic Preservation Office (“HPO”)? If so, does that satisfy the requirement under the preservation law for DC agencies to consult with HPO on the disposition of District property?

A: *Offerors are expected to consult with HPO regarding each Development Site of interest.*

Q: When the Solicitation references historic, is it referencing a national or District historic designation?

A: *Either.*

Q: With regard to the Stevens Elementary School: How much of the 30,620 sq. ft. of the site is open for new development?

A: *The entire Development Site identified in the Solicitation (see appendix for Stevens Elementary School) can be re-developed.*

Q: Is there a public RFP process after an Offeror’s proposal is selected?

A: *The District does not intend to initiate a subsequent RFP process.*

Q: If an Offeror’s proposal is based on certain variances and the Offeror is awarded the Development Site, can the Offeror be assured that variances required for the project will be granted?

A: *Offerors are subject to all zoning and regulatory approvals and are expected to evaluate independently the likelihood of achieving any zoning changes sought.*

ADMINISTRATIVE

Q: When will Stevens Elementary School be closed?

A: *It is closed.*

CHARTER SCHOOLS

Q: Is there a specific preference for continued school (charter school) use?

A: *No.*

Q: How will timelines be affected by potential legal action by public charter schools? Will dispositions move ahead even with pending legal action or will the timeline be delayed until clear of legal hurdles?

A: *There is no pending legal action related to this Solicitation. Should legal action arise, the District will make appropriate determinations as to next steps.*

Q: Will the District reimburse pre-development costs if parcels get tied up in litigation over the charter school issue?

A: *Again, there is neither pending nor anticipated litigation connected to this Solicitation. The District seeks Offerors who are willing to assume all pre-development costs.*

Q: Will the District consider a charter school as a component of a proposed development at Grimke school?

A: *The District will consider all market-viable ideas for each Development Site.*

PREFERENCES

Q: Will the District more favorably view proposals for multiple properties?

A: *No.*

Q: If Offerors exceed the minimum LSDBE or CBE requirements, will they receive additional “points” for proposal scoring purposes?

A: *The evaluation criteria identify preferences, which will be given weight relative to the entire proposal of which they are a part. However, the evaluation criteria do not attach a specific point value to the innumerable potential combinations of preferences that may appear in proposals.*

Q: What is the shortest or longest ground lease the District would find acceptable or desirable?

A: *The District is open to all ideas related to effective leasehold transaction structures.*

Q: Is LSDBE equity participation in ownership required for non-profit owners?

A: *If the development is controlled by a non-profit entity, then the equity and development LSDBE participation is NOT required. The contracting requirement for CBEs is always applicable (whether or not an Offeror is a non-profit).*

Q: The requirement that the LSDBE partners’ consent/vote is needed to make some major decisions is not acceptable to most lenders. Where did this requirement come from and what do you hope to accomplish with it?

A: *The District has an established policy requiring meaningful LSDBE participation. The requirement is meant, among other things, to foster investment opportunities and expand capacity among LSDBEs. The LSDBE partnership model has proven acceptable to a broad spectrum of lenders.*

Q: Is there a hierarchy to the selection factors?

A: *No. They will be viewed within the context of each overall proposal.*

TRANSACTION & PRICE

Q: Does the District have minimum prices that it wants to achieve? The market is tough and therefore the District is unlikely to get maximum value by selling now.

A: *The District is aware of current market conditions and seeks Offerors who can creatively maximize community benefits and economic value to the District.*

Q: How does the District reconcile risk developers must take relative to the need for zoning actions (which take time)?

A: *The District anticipates negotiating market-based risk-adjusted returns.*

Q: Are ground leases inconsistent with residential uses from a marketability standpoint?

A: *Offerors should determine what they deem to be market-viable transaction structures.*

Q: Are Offerors expected to conduct all due diligence prior to submitting proposals?

A: *Offerors are expected to conduct a reasonable level of due diligence prior to submitting a proposal.*

Q: When in the process will the District make available specific project descriptions and due diligence packages?

A: *Site-specific information is available at dcbiz.dc.gov. ODMPED will continue to compile additional information that may become available related to any of the specific school sites.*

Q: How can Offerors get drawings or documentation of existing structures on specific Development Sites (e.g., building heights, utility plans, site plans, etc.)?

A: *Site-specific information is available at dcbiz.dc.gov. ODMPED will continue to compile additional information that may become available related to any of the specific school sites.*

Q: Will Offerors be permitted to do subsurface investigation prior to selection?

A: *No. The District expects reasonable due diligence customary for a potential offeror who does not yet have control of a site.*

Q: In the event an Offeror bids on several Development Sites, is the \$50,000 deposit required for each site or just once?

A: *Once.*

Q: Can Offerors submit more than one proposal – ranking them in order of preference?

A: *Offerors are not limited to submitting only one proposal.*

Q: If we are interested in more than one location, do we need to submit separate proposals for each?

A: *Offerors may submit separate proposals for multiple individual Development Sites, or Offerors may submit a proposal that contemplates a transaction structure involving more than one Development Site. The District is not prescriptive in this regard, and would like to see creative, market-viable proposals.*

Q: Can proposals for multiple sites be financially linked?

A: *The District is open to creative ideas that are financially viable.*

Q: Can someone submit on more than one project and on more than one team?

A: *Yes.*

Q: Are team members limited to one Offeror team?

A: *No.*

Q: To what extent are “real” lender terms required for this submission given today’s financial market and the desire to have the community shape the project?

A: *The District expects all Offerors to be able to demonstrate that they have exercised good faith efforts in endeavoring to understand how today’s capital markets would receive (or fund) their proposal. While debt financing may be especially subject to change based on market conditions, a commitment of equity will particularly inform the District’s view of an Offeror’s financial capacity.*

COMMUNITY

Q: How do you define community benefits? Will they be different for different schools or locations?

A: *Community benefits comprise those District policy objectives outlined in the Solicitation and preferences expressed by affected communities.*

Q: What would be the best recommended approach to ensure meaningful community involvement?

A: *The District expects all Offerors to determine the best approach for their team. During the evaluation process and after selection, the District will continue to work together with Offerors to ensure meaningful community involvement.*

Q: To what extent does the District want Offerors to engage the community in advance of submitting a proposal?

A: *The District encourages Offerors to consider the results of previous efforts by the Office of Planning (referenced in the Solicitation) and to contact ANC and District Councilmember offices to identify community preferences for various communities surrounding Development Sites of interest.*

Q: Will selected Offerors have to re-work their proposals after input from public presentations?

A: *The District intends to have public presentations prior to selecting any Offerors. The District will encourage Offerors to incorporate community preferences.*